

**FAX-O-GRAM**  
**From The Desk Of**  
**THOR MISKEWYCZ**  
**RJR**

Special Accounts Manager

12323 Plaza Drive  
Parma, OH 44130  
216/676-0067  
216/676-1878 (Fax)  
800/757-8285 x-43518 Voice Mail

To: Stephen MacLeod

FAX NO.: \_\_\_\_\_

PAGES: 6 DATE: 12/6/94

MESSAGE: Attached Are Exception Evaluation  
Forms For Focus A Plan Directs With Updated  
Carton Amounts. Please Approve And Forward To  
Fred Baumann So He Can Input. Thank You.

Anter Bros. - Includes 1 Missing Week  
Best Tob. - Includes 3 Missing Weeks  
M & S - As Taken Off T.O.B Report  
Safiers - Includes 1 Missing Week  
Zechman - Includes 1 Missing Week

Thank - Thor

\*Note: U.S. Coast Guard To Follow.

**Program Evaluation Form**

**Program Period:** May 2, 1994 through October 28, 1994

**Customer Name:** Anter Bros. Co.

**Ship-to Account Number:** 9170300

**Customer SOM Determination**

**RJR Beginning Period Base SOM:** 31.0 %

**RJR Ending Program Period SOM:** 30.0 %

**Result: (+/-)** (-) 1.0 %

**Payment Qualification: (Check)** Yes X No       

<b>RJR Cartons:</b>	<b># Cartons Sold</b>		<b>Rate/Carton</b>	<b>Payment</b>
Full Price	<u>127,572</u>	x	<u>\$ .04</u>	<u>\$ 5,102.88</u>
Savings	<u>30,590</u>	x	<u>\$ .03</u>	<u>\$ 917.70</u>
<b>Total Payment</b>				<u>\$ 6,020.58</u>

George M. Anter  
Participant Signature

V. P. Treasurer  
Title

12-6-94  
Date

Sha. Miskunz  
R. J. Reynolds Tobacco Company

S. A. M.  
Title

12/1/94  
Date

51859 7666

## Program Evaluation Form

Program Period: May 2, 1994 through October 28, 1994

Customer Name: East Tobacco & CdyShip-to Account Number: 2978090

## Customer SOM Determination

RJR Beginning Period Base SOM: 30.5 %RJR Ending Program Period SOM: 29.2 %Result: (+/-) (-) 1.3 %

Payment Qualification: (Check)

Yes XNo       

RJR Cartons:	# Cartons Sold		Rate/Carton	Payment
Full Price	<u>155,232</u>	x	<u>\$ .04</u>	<u>\$ 6,209.28</u>
Savings	<u>39,077</u>	x	<u>\$ .03</u>	<u>\$ 1,172.31</u>
Total Payment				<u>\$ 7,381.59</u>

Participant Signature

John M. Menden  
R. J. Reynolds Tobacco Company

Title

GM  
S. R. M.  
Title

Date

12.6.94  
12/1/94  
Date

**FOCUS PARTNERSHIP SHARED SUCCESS****Program Evaluation Form**

Program Period: May 2, 1994 through October 28, 1994

Customer Name: M & S Candy & Tobacco Co., Inc.Ship-to Account Number: 4706200**Customer SOM Determination**RJR Beginning Period Base SOM: 32.1 %RJR Ending Program Period SOM: 30.6 %Result: (+/-) (-) 1.5 %

Payment Qualification: (Check)

Yes ☒No ☐

RJR Cartons:	# Cartons Sold		Rate/Carton	Payment
Full Price	<u>281652</u>	x	\$ <u>.04</u>	\$ <u>11,266.08</u>
Savings	<u>136621</u>	x	\$ <u>.03</u>	\$ <u>4,098.63</u>
Total Payment				\$ <u>15,364.71</u>

[Signature]  
Participant Signature

President  
Title

12/5/94  
Date

[Signature]  
R. J. Reynolds Tobacco Company

S.A.M.  
Title

12/5/94  
Date

Note: Per TOB Report

**Program Evaluation Form**

Program Period: May 2, 1994 through October 28, 1994

Customer Name:

Sellers Inc.

Ship-to Account Number:

5620800**Customer SOM Determination**

RJR Beginning Period Base SOM:

32.7 %

RJR Ending Program Period SOM:

29.5 %

Result (+/-)

( )

3.2 %

Payment Qualification: (Check)

Yes XNo       

RJR Cartons:

# Cartons Sold

Rate/Carton

Payment

Full Price

147,594

x

\$ 04\$ 5903.76

Savings

44,927

x

\$ 03\$ 1,347.81

Total Payment

\$ 7251.57Sellers Inc. [Signature]  
Participant SignatureVP  
Title12/5/94  
Date[Signature]  
R. J. Reynolds Tobacco CompanyS.A.M.  
Title12/5/94  
Date

51859 7669

**Program Evaluation Form****Program Period:** May 2, 1994 through October 28, 1994**Customer Name:** Mathew Zeelman**Ship-to Account Number:** 7218000**Customer SOM Determination****RJR Beginning Period Base SOM:** 32.3%**RJR Ending Program Period SOM:** 33.5%**Result: (+/-)** (+) 2%**Payment Qualification: (Check)** Yes X No       

<b>RJR Cartons:</b>	<b><u>\$ Cartons Sold</u></b>		<b><u>Rate/Carton</u></b>	<b><u>Payment</u></b>
Full Price	<u>82,644</u>	x	<u>\$ 12</u>	<u>\$ 9917.28</u>
Savings	<u>38,419</u>	x	<u>\$ 08</u>	<u>\$ 3073.52</u>
<b>Total Payment</b>				<u>\$ 12990.80</u>

*Victor Seelover*  
Participant Signature*President*  
Title*12/6/94*  
Date*John Miskewicz*  
R. J. Reynolds Tobacco Company*S.A.M.*  
Title*12/1/94*  
Date

51859 7670

# *RR* Reynolds

Tobacco Company

TO: Fred Baumann Fax # 910-744-4214

FROM: S. M. Asper

DATE: 12-6-94

RE: Please make the following adjustments.  
As extraction Roger Thomas, RSM  
has reviewed and approved the  
attached. Any questions, please  
contact me at 716-634-9232

PAGE 1 OF 7  
IF YOU DO NOT RECEIVE ALL PAGES OF THIS FAX,  
PLEASE CONTACT (716)634-3143. THANK YOU

51859 7671

MESSAGE CONFIRMATION

DATE 12/05/85 11:04 AM 11/04/85 11:04 AM 11/04/85 11:04 AM

12/05/85 11:04 AM 11/04/85 11:04 AM 11/04/85 11:04 AM

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